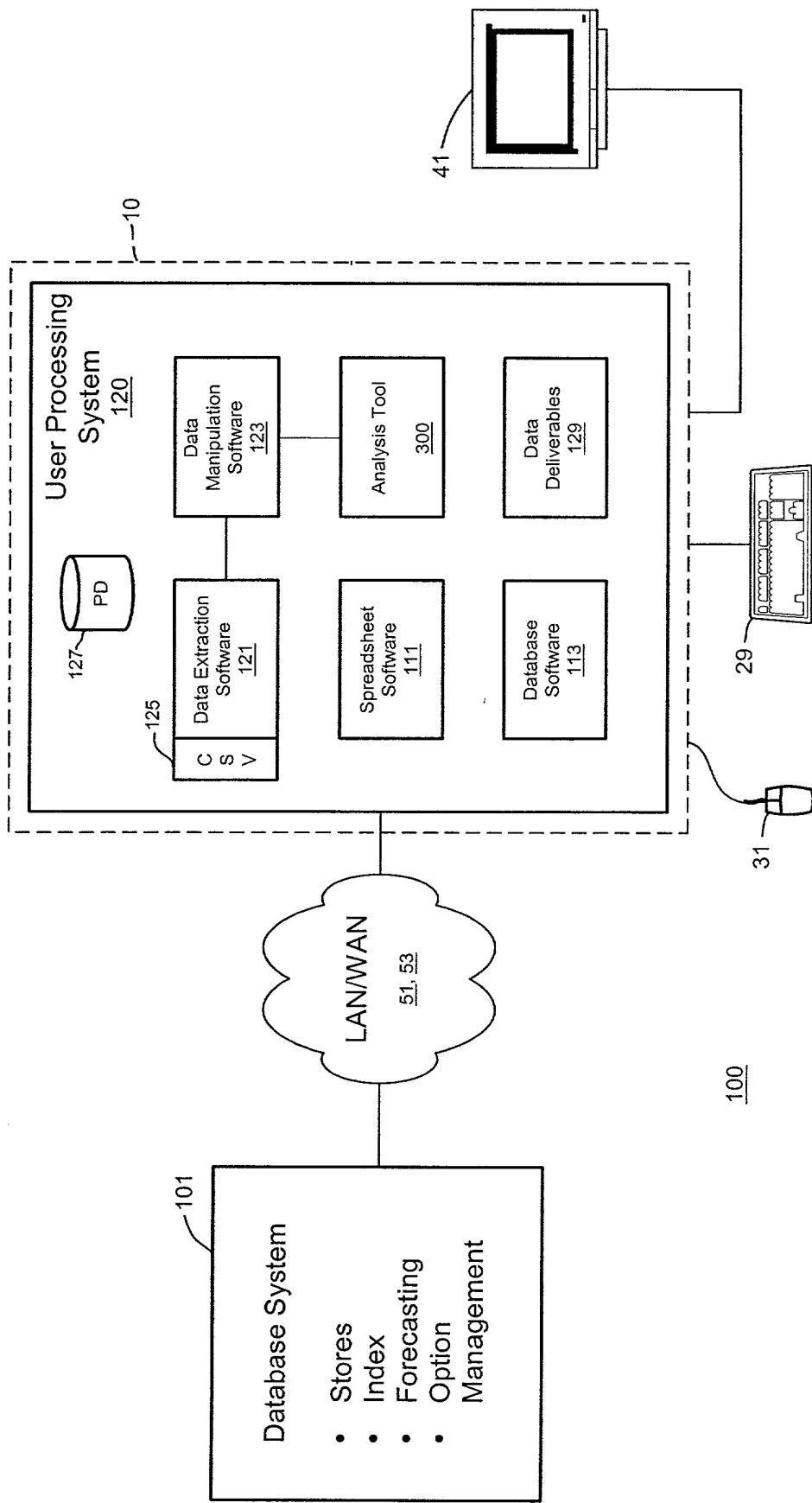


Fig. 1
(Prior Art)

Fig. 2



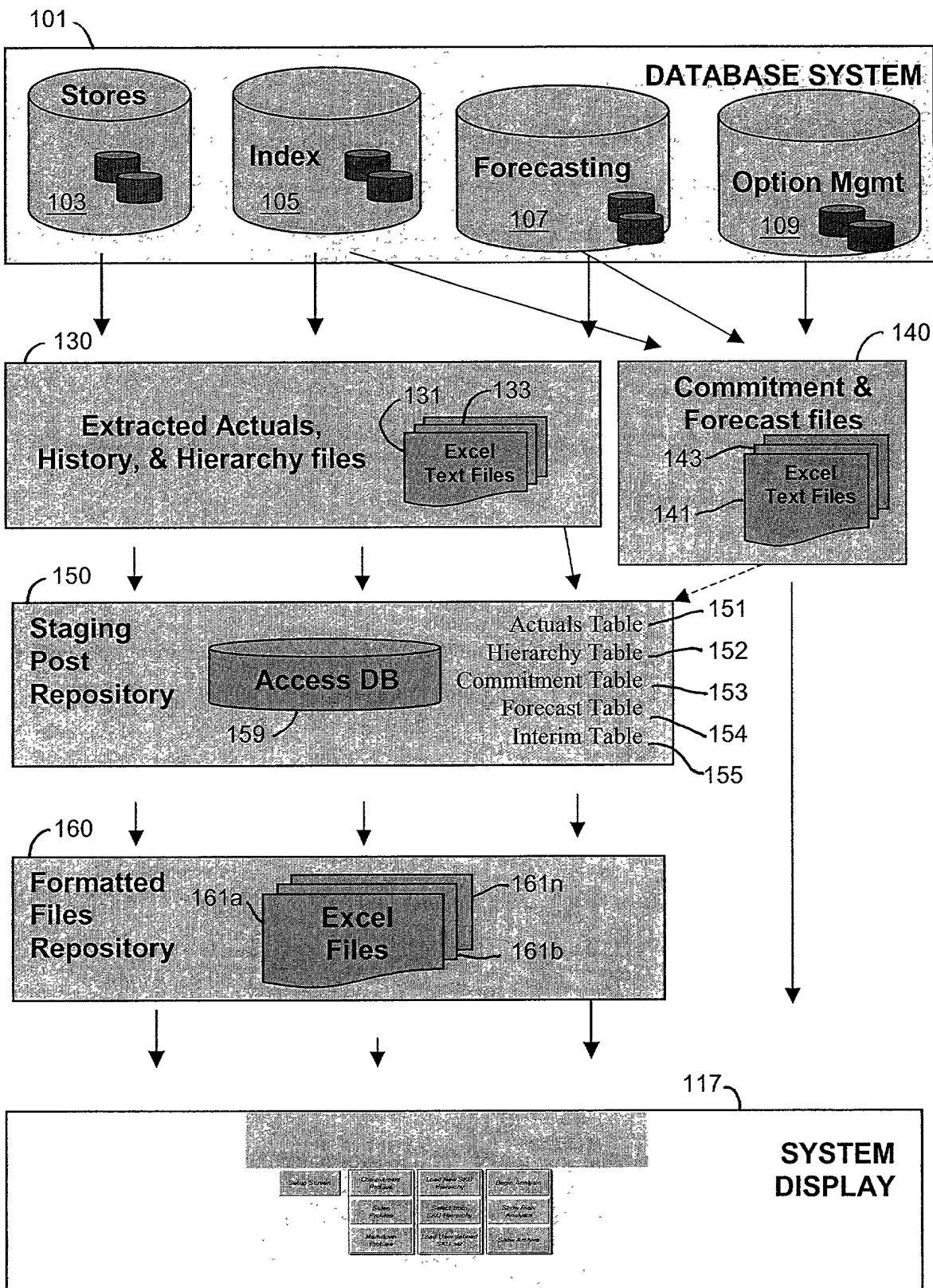


Fig. 3

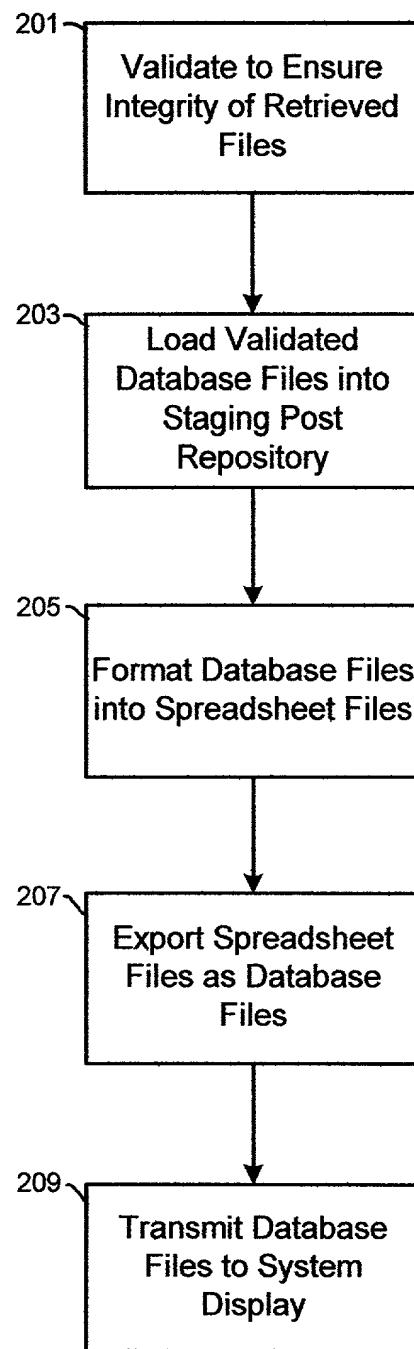


Fig. 4

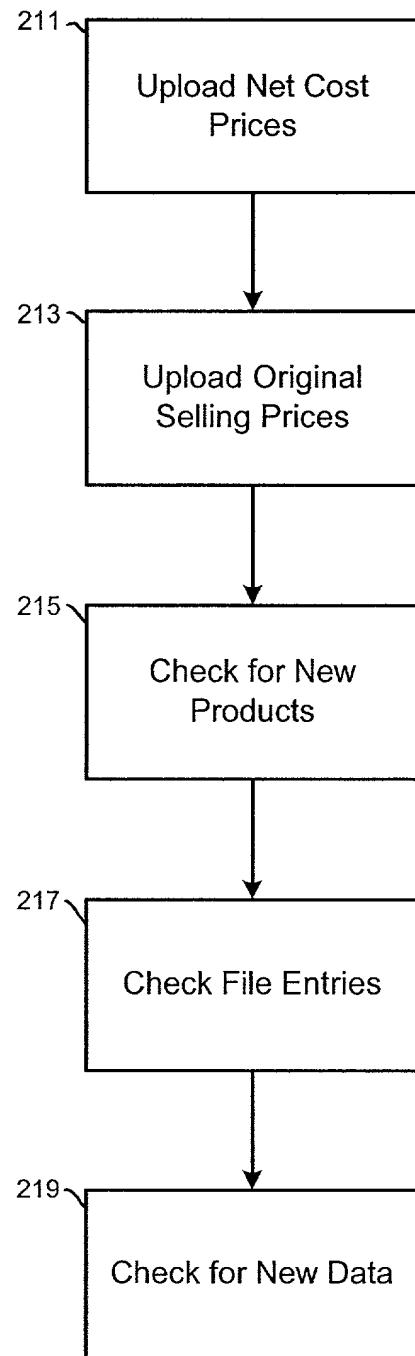


Fig. 5

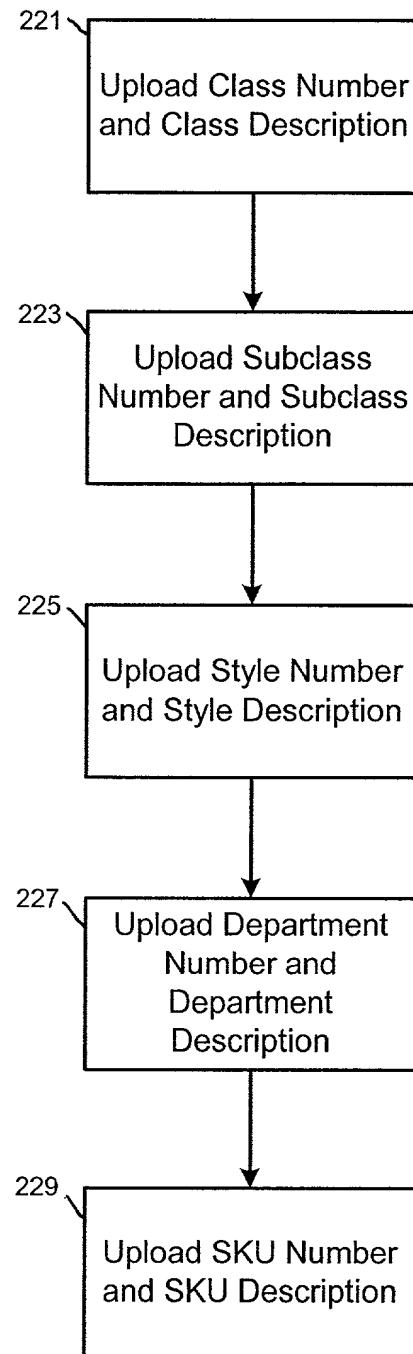


Fig. 6

Hierarchy File

CLANUM CLADES	STYNUM STYDES	OPTNUM OPTDES	SKUNUM SKUDES
507 JUMPERS	848 BASIC ACRYLIC CREW	55400137 CLASSIC ACRY CREAMK	20310562 CLASSIC ACRY CREAMK BLACK 10-12
507 JUMPERS	849 BASIC ACRYLIC CREW	55400137 CLASSIC ACRY CREAMK	20310563 CLASSIC ACRY CREAMK BLACK 14-16
507 JUMPERS	849 BASIC ACRYLIC CREW	55400137 CLASSIC ACRY CREAMK	20310564 CLASSIC ACRY CREAMK BLACK 18/20
507 JUMPERS	849 BASIC ACRYLIC CREW	554002201 CLASSIC ACRY CREAMK CREAM	20310565 CLASSIC ACRY CREAMK CREAM 10-12
507 JUMPERS	849 BASIC ACRYLIC CREW	554002201 CLASSIC ACRY CREAMK CREAM	20310566 CLASSIC ACRY CREAMK CREAM 14-16
507 JUMPERS	849 BASIC ACRYLIC CREW	554002201 CLASSIC ACRY CREAMK CREAM	20310567 CLASSIC ACRY CREAMK CREAM 18/20
507 JUMPERS	849 BASIC ACRYLIC CREW	55400854 CLASSIC ACRY CREAMK DRK NAV	20550768 CLASSIC ACRY CREAMK CREAM 10-12
507 JUMPERS	849 BASIC ACRYLIC CREW	55400854 CLASSIC ACRY CREAMK DRK NAV	20550769 CLASSIC ACRY CREAMK CREAM 14-16
507 JUMPERS	849 BASIC ACRYLIC CREW	55400854 CLASSIC ACRY CREAMK DRK NAV	20550770 CLASSIC ACRY CREAMK CREAM 18/20

Fig. 7

Actuals File

4 SKUNUM	COST	OSP	SOH	VAT	CONST	1	2	3	4	5	6...
4 20310562	5.8669	15	1679	17.5	250	421	343	203	119		
20310563	5.8669	15	1488	17.5	1068	418	432	233	137		
20310564	5.8669	15	1063	17.5	48	195	177	70	41		
20550767	4.6924	15	2143	17.5	341	452	393	181	106		
20550768	5.8669	15	2097	17.5	685	495	438	203	119		
20550769	5.8669	15	1251	17.5	523	153	161	51	30		
20688082	5.8264	15	1977	17.5	138	494	403	198	116		
20688083	5.8264	15	2044	17.5	76	574	450	244	144		

Fig. 9

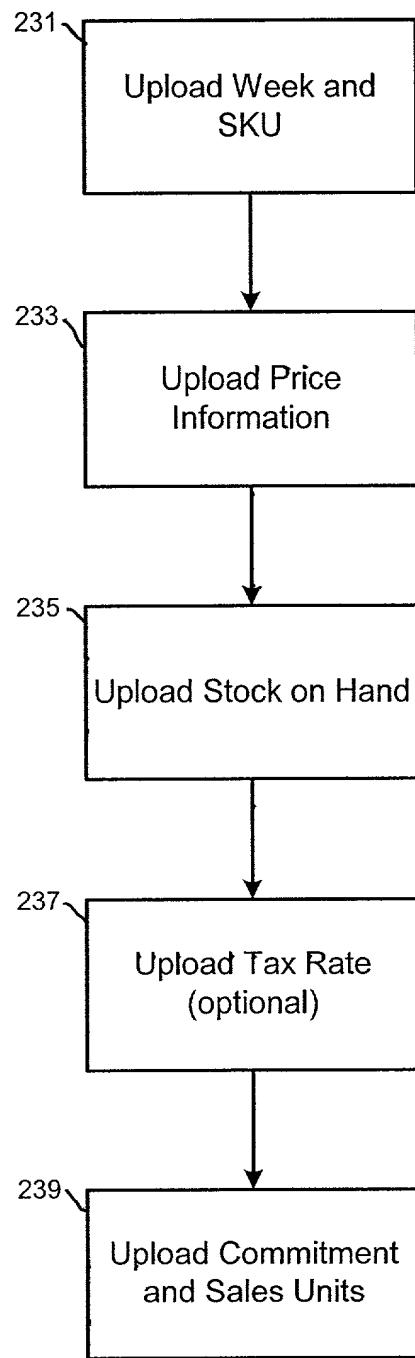


Fig. 8

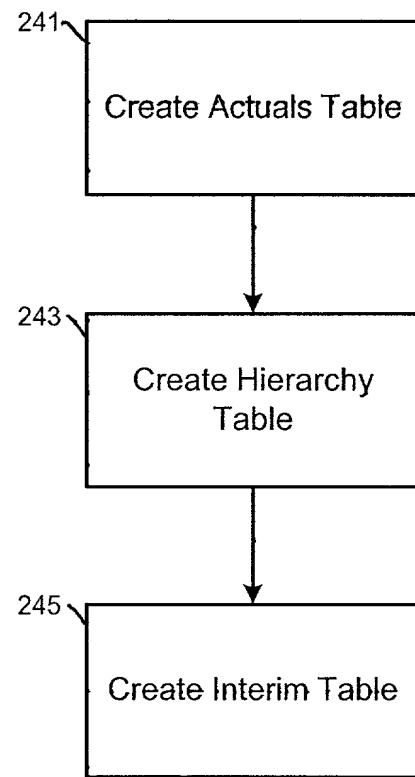


Fig. 10

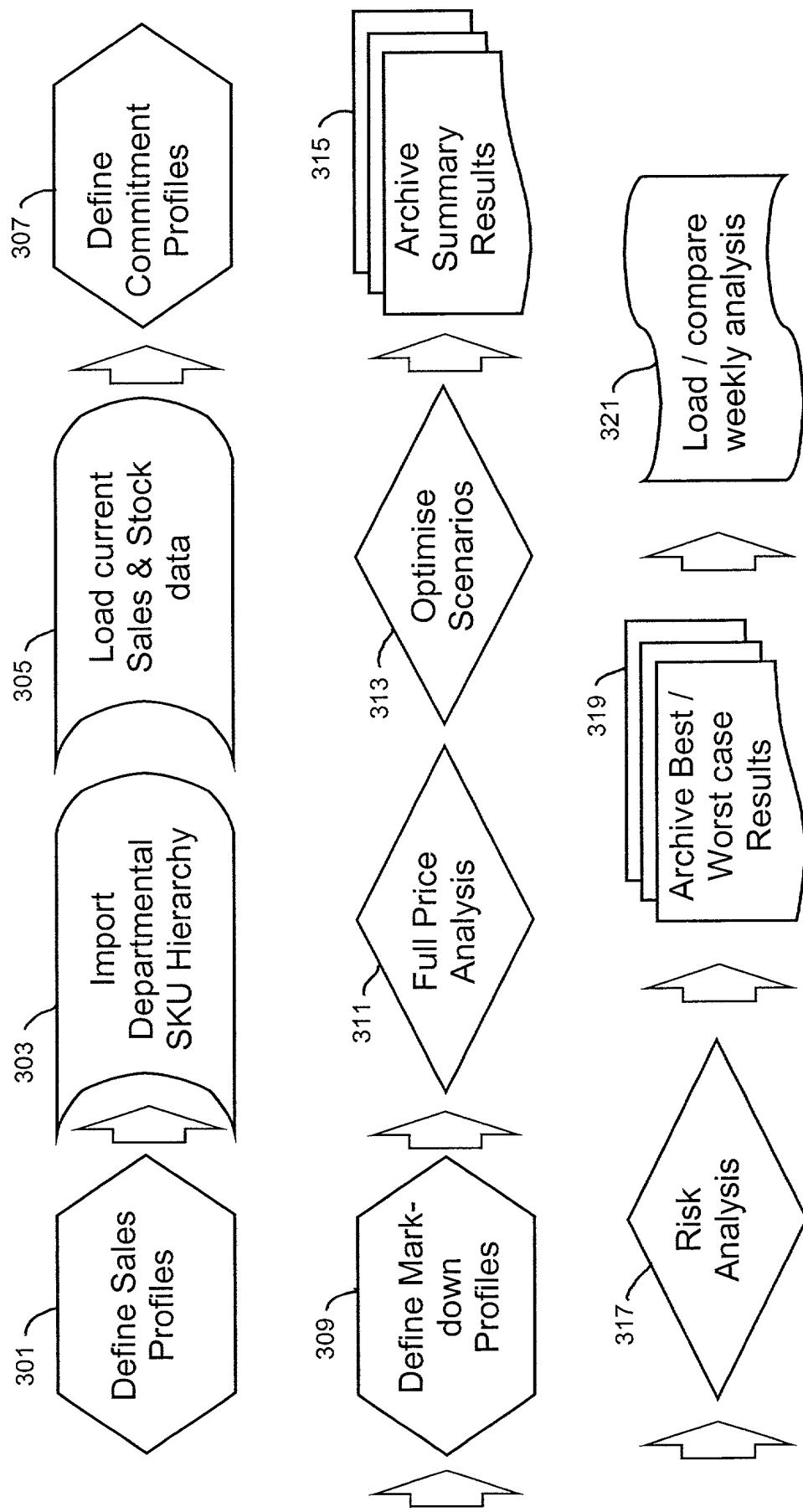
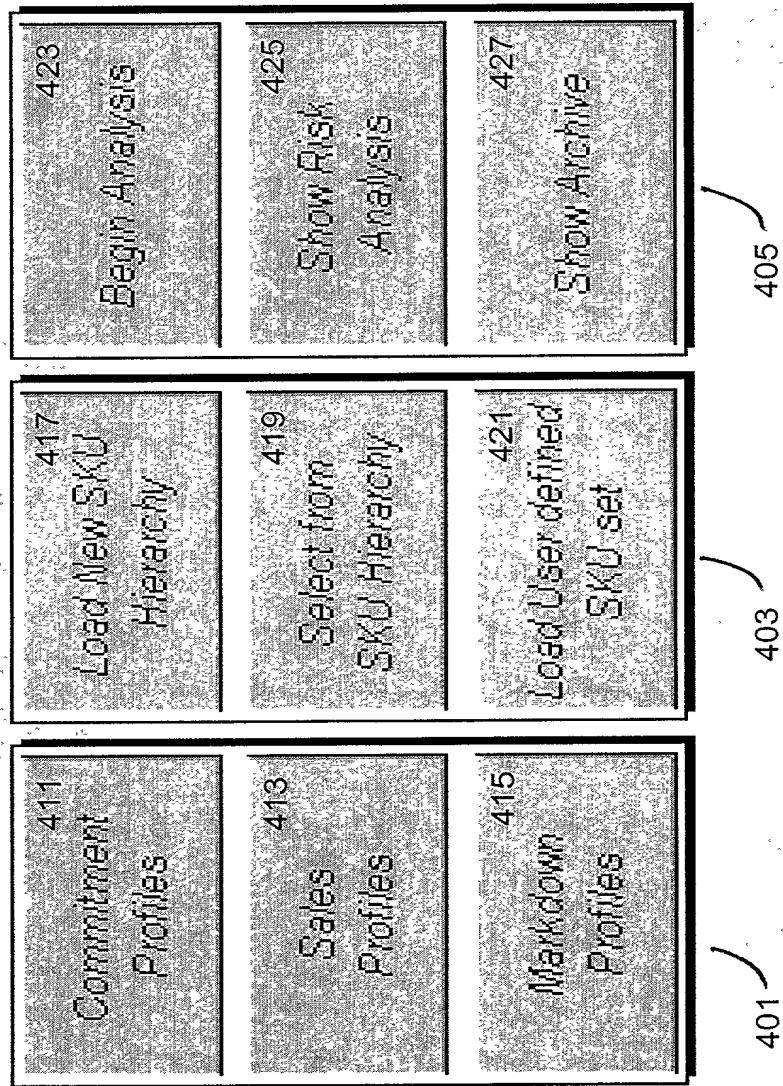


Fig. 11

Fig. 12



Sales Profiles

FALSE

Name	Base Case	TRICEP BAR	SKIPPING ROPE	AEROBIC WEIGHTS	ABDOMONI SER	EXERCISE MAT	HAND BARS	FISHING UMBRELLA	FREE WEIGHTS	RUCKSACK NET
Number	1	2	3	4	5	6	7	8	9	10
1	100	68.0	192.0	118.0	99.0	123.0	84.0	100.0	8.0	171.0
2	100	82.0	181.0	127.0	126.0	129.0	92.0	125.0	11.0	139.0
3	100	103.0	197.0	125.0	145.0	169.0	66.0	117.0	29.0	182.0
4	100	80.0	191.0	118.0	129.0	126.0	67.0	133.0	25.0	204.0
5	100	78.0	222.0	111.0	99.0	144.0	61.0	115.0	27.0	216.0
6	100	78.0	185.0	128.0	122.0	125.0	55.0	135.0	22.0	221.0
7	100	58.0	174.0	113.0	127.0	145.0	102.0	123.0	18.0	201.0
8	100	76.0	138.0	105.0	108.0	120.0	126.0	118.0	31.0	207.0
9	100	69.0	148.0	134.0	116.0	151.0	142.0	125.0	30.0	177.0
10	100	90.0	125.0	143.0	90.0	140.0	134.0	134.0	46.0	104.0
11	100	79.0	127.0	82.0	137.0	121.0	105.0	105.0	93.0	103.0
12	100	78.0	151.0	126.0	135.0	160.0	83.0	94.0	61.0	176.0
13	100	70.0	127.0	94.0	98.0	177.0	77.0	128.0	75.0	99.0
14	100	77.0	190.0	121.0	84.0	221.0	89.0	130.0	80.0	99.0
15	100	67.0	157.0	102.0	85.0	244.0	70.0	160.0	84.0	208.0
16	100	82.0	183.0	134.0	122.0	318.0	102.0	134.0	94.0	189.0
17	100	89.0	196.0	143.0	145.0	394.0	109.0	144.0	108.0	189.0
18	100	94.0	208.0	152.0	176.0	473.0	116.0	152.0	124.0	190.0
19	100	96.0	213.0	157.0	195.0	537.0	119.0	157.0	149.0	228.0
20	100	94.0	209.0	153.0	213.0	554.0	117.0	153.0	153.0	228.0
21	100	101.0	223.0	163.0	255.0	636.0	125.0	165.0	192.0	228.0
22	100	84.0	187.0	136.0	256.0	648.0	105.0	138.0	250.0	220.0
23	100	50.0	111.0	80.0	87.0	264.0	61.0	81.0	182.0	220.0
24	100	70.0	154.0	113.0	91.0	207.0	87.0	114.0	165.0	214.0
25	100	77.0	168.0	123.0	88.0	173.0	94.0	124.0	138.0	214.0
26	100	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
27	100	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
28	100	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0

Fig. 13

Fig. 14

Class Number	Class Description	Sub-Class Number	Sub-Class Description	Style Number	Description	Option Number	Option Description	SKU Number	Description
514	FOOD GIFTS	214	COOK SETS	351000	SIZZLER SET	3510004646	SIZZLER SET NO COL:NO SIZE	2088272	SIZZLER SET NO COL:NO SIZE
514	FOOD GIFTS	214	COOK SETS	351002	BOOK SETS	35100247467	BOOK SETS:INDIA	21019815	BOOK SETS:INDIAN:ONE:SIZE
514	FOOD GIFTS	214	COOK SETS	351002	BOOK SETS	3510027468	BOOK SETS:FRENCH:ONE:SIZE	21019814	BOOK SETS:FRENCH:ONE:SIZE
514	FOOD GIFTS	214	COOK SETS	351002	BOOK SETS	3510027476	BOOK SETS:ITALIAN:ONE:SIZE	21019813	BOOK SETS:ITALIAN:ONE:SIZE
514	FOOD GIFTS	214	COOK SETS	351005	TORTILLA	3510054646	TORTILLA WARM	20988781	TORTILLA WARM:NO COL:ONE:SIZE
514	FOOD GIFTS	214	COOK SETS	351006	BAMBOO	3510064646	BAMBOO SATAY SET:NO COL:ONE:SIZE	20988337	BAMBOO SATAY SET:NO COL:ONE:SIZE
514	FOOD GIFTS	214	COOK SETS	351007	CHINESE	3510074646	CHINESE DIP SET	20988332	CHINESE DIP SET:NO COL:ONE:SIZE
514	FOOD GIFTS	214	COOK SETS	351009	NAAN	3510094646	NAAN SET:NO CO	20988338	NAAN SET:NO COL:ONE:SIZE
514	FOOD GIFTS	214	COOK SETS	351012	THAI TRAY	3510124646	THAI TRAY:NO CO	21003306	THAI TRAY:NO COL:ONE:SIZE
514	FOOD GIFTS	214	COOK SETS	351013	RICE STEAMER	3510134646	RICE STEAMER:NO CO	20988334	RICE STEAMER:NO COL:ONE:SIZE
514	FOOD GIFTS	214	COOK SETS	351014	GARLIC BOI	3510144646	GARLIC BOOK SET:ONE:SIZE	21003302	GARLIC BOOK SET:ONE:SIZE
514	FOOD GIFTS	214	COOK SETS	351154	CLABATTA	3511544646	CLABATTA SET:NO COLOUR:NO SIZE	20875492	CLABATTA SET:NO COLOUR:NO SIZE
514	FOOD GIFTS	610	CANT COOK	351100	CHILLI:HOT	3511004646	CHILLI:HOT SAUCI	20988447	CHILLI:HOT SAUCI:NO COL:ONE:SIZE
514	FOOD GIFTS	610	CANT COOK	351101	DOCTOR SC	3514054646	DOCTOR SCARY:ONE:SIZE	20988448	DOCTOR SCARY:ONE:SIZE
514	FOOD GIFTS	610	CANT COOK	351102	BEER SOUF	3511024646	BEER SOUF:NO CO	20988449	BEER SOUF:NO COL:ONE:SIZE
514	FOOD GIFTS	610	CANT COOK	351103	FRIDAY:NIGHT	3511034646	FRIDAY NIGHT CL	20988951	FRIDAY NIGHT CURRY:NO COL:ONE:SIZE
514	FOOD GIFTS	610	CANT COOK	351104	KILLER CHIL	3541014646	KILLER CHILINO	21042545	KILLER CHILINO:COL:ONE:SIZE
514	FOOD GIFTS	610	CANT COOK	351105	COWBOY BI	3511054646	COWBOY BEAN SOUP:NO COL:ONE:SIZE	20988950	COWBOY BEAN SOUP:NO COL:ONE:SIZE
514	FOOD GIFTS	610	CANT COOK	351106	WINE PIZZA	3511064646	WINE PIZZA:NO CO	20988961	WINE PIZZA:NO COL:ONE:SIZE
514	FOOD GIFTS	610	CANT COOK	351107	MEGA COFFI	3511114646	MEGA COFFEE:ONE:SIZE	20988962	MEGA COFFEE:ONE:SIZE
514	FOOD GIFTS	610	CANT COOK	351108	DRINK MIX	3511084646	DRINK MIX:NO CO	20988963	DRINK MIX:NO COL:ONE:SIZE
514	FOOD GIFTS	610	CANT COOK	351108	DRINK MIX	3542054646	DRINK MIX:ONE:SIZE	21042545	DRINK MIX:ONE:SIZE
514	FOOD GIFTS	610	CANT COOK	351110	HOT:TOMA'	3511104646	HOT TOMATO:ONE:SIZE	20988965	HOT TOMATO:ONE:SIZE
514	FOOD GIFTS	610	CANT COOK	351111	CHILLI:BEEF	3511114646	CHILLI:BEER & NU	21009048	CHILLI:BEER & NUTS:NO COL:ONE:SIZE
514	FOOD GIFTS	610	CANT COOK	351112	BREAKFAST	3557104646	BREAKFAST CER	21020258	BREAKFAST CEREAL:NO COL:ONE:SIZE
514	FOOD GIFTS	610	CANT COOK	351113	SAUCE:CHILI	3519174646	SAUCE:CHICKEN	21020260	SAUCE:CHICKEN:NO COL:ONE:SIZE
514	FOOD GIFTS	610	CANT COOK	351114	SAUCE:BUF	3545024646	SAUCE:BURGER	21020262	SAUCE:BURGER:NO COL:ONE:SIZE
514	FOOD GIFTS	610	CANT COOK	351208	CHILLI:HOT	3512084646	CHILLI:HOT SAUCI	20785546	CHILLI:HOT SAUCI:NO COL:ONE:SIZE
514	FOOD GIFTS	611	UMBRIA	351201	SALAD:DRE	3512014646	SALAD:DRESSING	20988966	SALAD:DRESSING:KIT:NO COL:ONE:SIZE
514	FOOD GIFTS	611	UMBRIA	351202	OIL & VINEG	3512024646	OIL & VINEGAR:RE	20988967	OIL & VINEGAR:RACK:NO COL:ONE:SIZE
514	FOOD GIFTS	611	UMBRIA	351203	OLIVES & DI	3512034646	OLIVES & DISH:SE	20988968	OLIVES & DISH:SE:NO COL:ONE:SIZE
514	FOOD GIFTS	611	UMBRIA	351204	ITALIAN BA	3512044646	ITALIAN BASKET:ONE:SIZE	20988969	ITALIAN BASKET:ONE:SIZE
514	FOOD GIFTS	611	UMBRIA	351205	SPAGHETTI	3512054646	SPAGHETTI:JAR:NO COL:ONE:SIZE	20988970	SPAGHETTI:JAR:NO COL:ONE:SIZE
514	FOOD GIFTS	611	UMBRIA	351206	LAYERED P	3512067375	LAYERED PULSE:ONE:SIZE	21000157	LAYERED PULSES:TALL:ONE:SIZE

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Fig. 15

Fig. 16

Options	Levelup	Book	Weekly Sale			Week 14	Week 15	Week 16	Week 17	Week 18	Week 19	Week 20	Week 21	Week 22	Week 23	Week 24	
			Sales	Profile	Re-Buy												
20388272	SIZZLER SET NO COLONES	11	1	3500		1222	1405	1605	1802	1527	1188	1189	1189	1189	1189	1189	1189
21019916	BOOK SET SINDANONES	11	5			568	681	839	1038	1248	1468	1555	1555	1555	1555	1555	1555
21019914	BOOK SET SINDANONES	11	5			460	570	736	936	1136	1336	1502	1502	1502	1502	1502	1502
21019913	BOOK SET SITALIANONE	11	5			708	724	847	1047	1247	1447	1571	1571	1571	1571	1571	1571
20388781	TOPORILLA WARMER NO COLONES	11	5			341	380	434	487	547	613	677	677	677	677	677	677
20388937	BAMBOO SATAY SET NO COLONES	11	1			162	203	242	281	321	361	396	415	437	455	477	499
20388832	CHINESE SET NO COLONES	11	1			311	347	386	426	466	506	545	587	629	671	713	754
20388938	NAAN SET NO COLONES	11	1			94	108	122	136	150	164	178	192	206	220	234	248
21003306	THAI THAI NO COLONES	11	1			248	266	304	342	380	418	456	494	532	570	608	646
20388934	RICE STEAMER NO COLONES	11	1	1500		318	421	481	541	601	670	740	810	880	950	1020	1090
21003302	GRILL BOOK SET NO COLONES	11	1			508	565	622	689	756	823	890	957	1024	1091	1158	1225
20875432	CABATTA SET NO COLONES	11	1			19	24	30	36	42	48	54	60	67	74	81	88

461

463) 465

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Commitment Profiles

Name	Test Number	TRICEP BAR	SKIPPING ROPE	AEROBIC WEIGHTS	CAST DISCS	ABDOMONI SER.	EXERCISE MAT	HAND BARS	FISHING UMBRELLA	FREE WEIGHTS	RUCKSACK	FISHING NET
1	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
2	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
3	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
4	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
5	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
6	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
7	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
8	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
9	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
10	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
11	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
12	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
13	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
14	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
15	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
16	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
17	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
18	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
19	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
20	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	760.0
21	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
22	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
23	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
24	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
25	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
26	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
27	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
28	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0

Fig. 17

Markdown Profits									
Name	Number	Fixed Cost	Full Price		Promotion		Clearance		Reprice
			Type	Price (-ve)	Sales (+ve)	SCM?	Price (-ve)	Sales (+ve)	
1	0	0		0	0		0	0	
2	0	0		0	0		0	0	
3	0	0		0	0		0	0	
4	0	0		0	0		0	0	
5	0	0		0	5	10	0	0	
6	0	0		0	0		0	0	
7	0	0		0	0		0	0	
8	0	0		0	0		0	0	
9	0	0		0	0		0	0	
10	0	0		0	0		0	0	
11	0	0		0	0		0	0	
12	0	0		0	0		0	0	
13	0	0		0	0		0	0	
14	0	0		0	0		0	0	
15	0	0		0	0		0	0	
16	0	0		0	0		0	0	
17	0	0		0	0		0	0	
18	0	0		0	0		0	0	
19	0	0		0	0		0	0	
20	0	0		0	0		0	0	
21	0	0		0	0		0	0	
22	0	0		0	0		0	0	
23	0	0		0	0		0	0	
24	0	0		0	0		0	0	
25	0	0		0	0		0	0	
26	0	0		0	0		0	0	
27	0	0		0	0		0	0	
28	0	0		0	0		0	0	

Fig. 18

Fig. 20

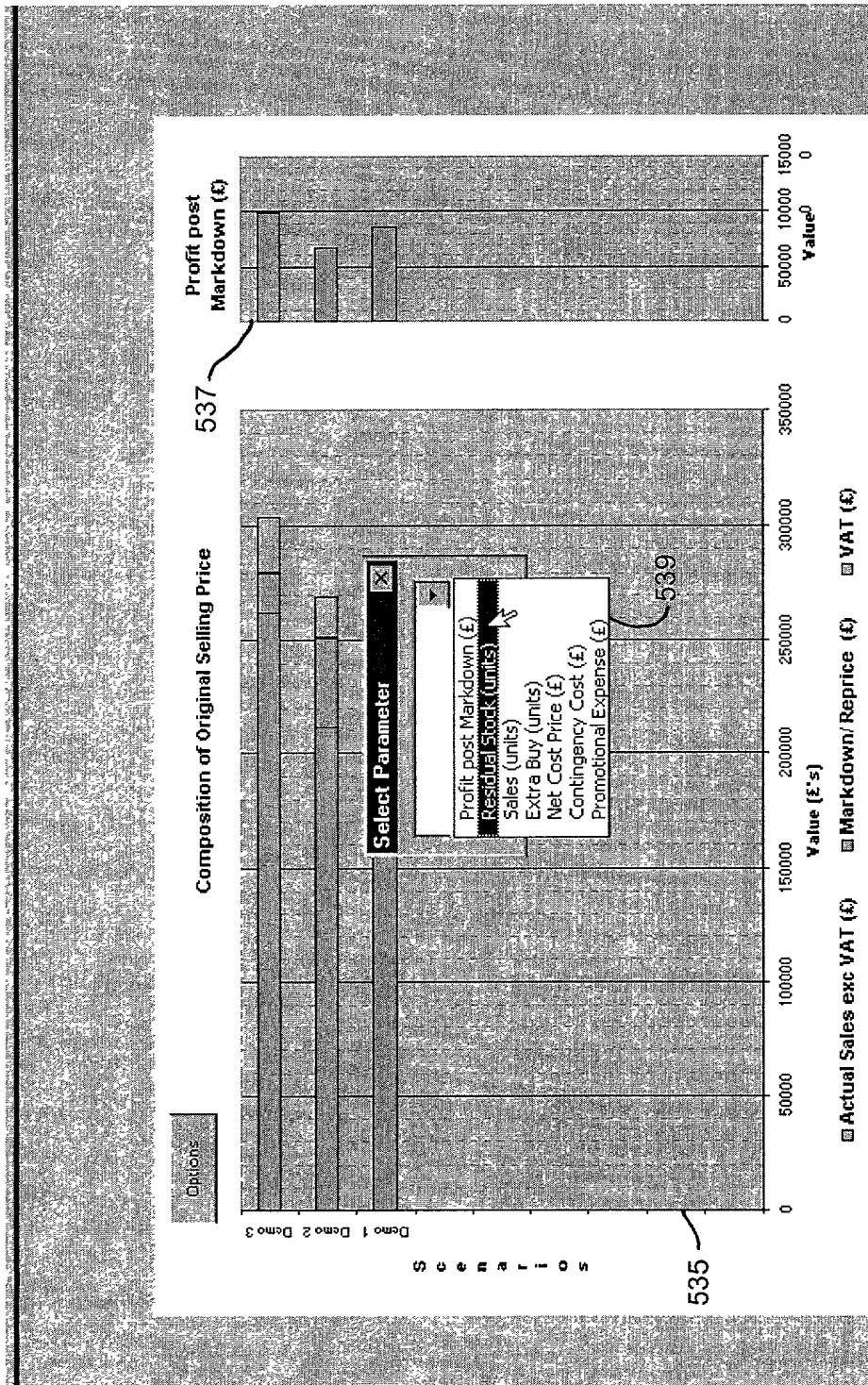
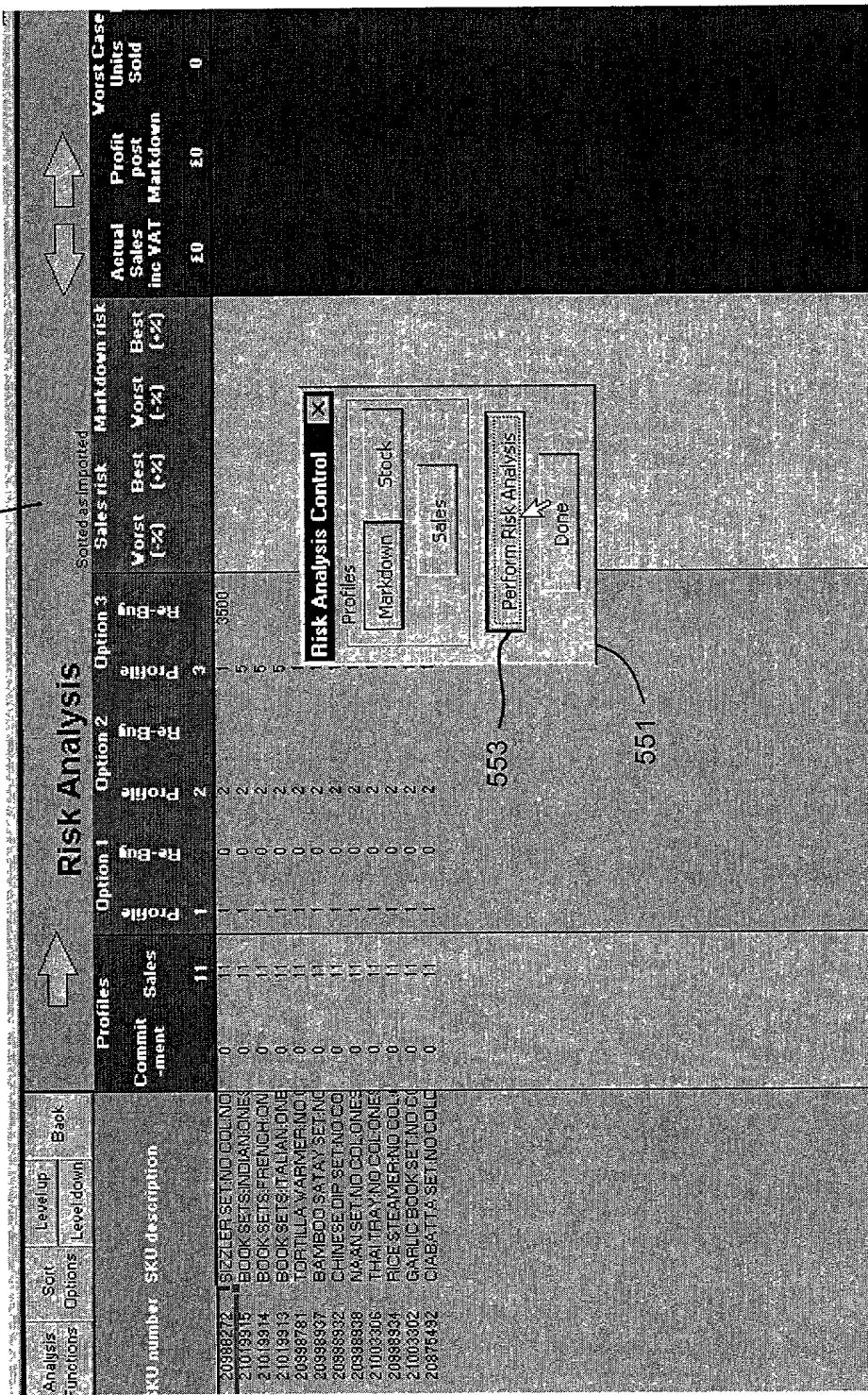


Fig. 21

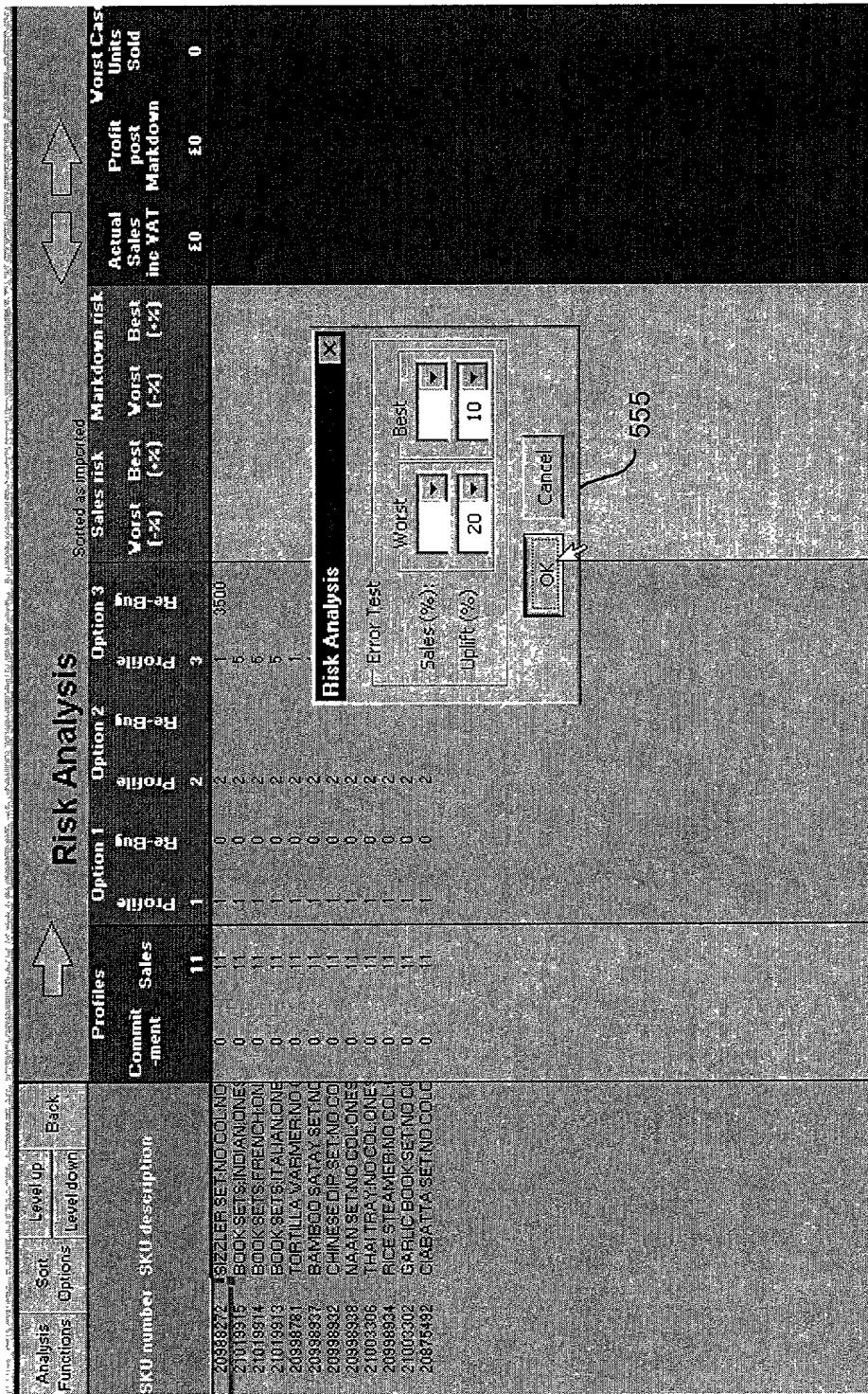


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553

Fig. 21

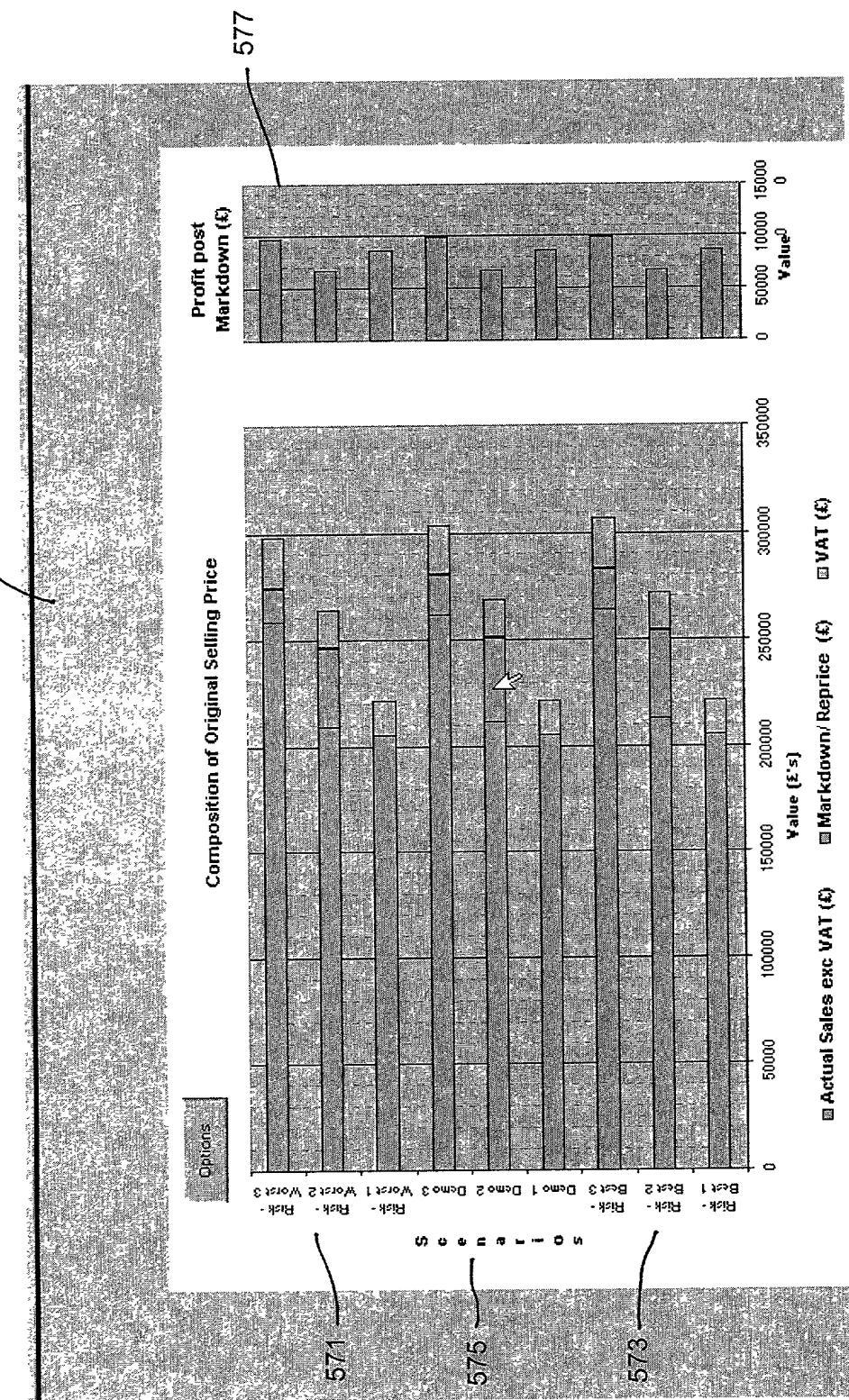
Fig. 22



Options	Scenarios	Demand			Risk			Volat			Risk			Best		
		1	2	3	1	2	3	1	2	3	1	2	3	1	2	3
OSP	Original Selling Price (€)	222335	263639	304633	222335	258683	304633	222335	264456	298741	222335	272305	307578			
Markdown	Markdown/Reprice (€)	0	40285	18622	0	40295	18622	0	37689	16318	0	41533	19773			
Reprice	Markdown / Reprice (% OSP)	0.0	14.9	6.1	0.0	14.9	6.1	0.0	14.2	5.5	0.0	15.3	6.4			
	Actual Sales inc. VAT (€)	222335	223404	286011	222335	229404	286011	222335	225789	282424	222335	2307112	287805			
Actual	Actual Sales inc. VAT (% OSP)	100.0	85.1	93.9	100.0	85.1	93.9	100.0	85.8	94.5	100.0	84.7	93.6			
Sales	VAT (€)	17336	17702	23929	17336	17702	23929	17336	17640	23829	17336	17733	23929			
	Actual Sales exc. VAT (€)	204993	211702	262082	204993	211702	262082	204993	203148	258495	204993	212879	263876			
	Actual Sales exc. VAT (% OSP)	100.0	84.8	93.4	100.0	84.8	93.4	100.0	85.5	94.1	100.0	84.4	93.0			
	Net Cost Price (€)	119225	144692	163633	119225	144692	163633	119225	141903	160453	119225	146086	165221			
	Net Cost Price (% OSP)	58.2	57.9	58.3	58.2	57.9	58.3	58.2	58.0	58.4	58.2	57.9	58.2			
Cost	Contingency Cost (€)															
	Promotional Expense (€)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit post Markdown (€)	88774	67010	98449	85774	67010	98449	85774	67245	98036	85774	66893	98856			
Profit	Profit post Markdown (% OSP)	42	27	35	42	27	35	42	27	36	42	27	35			
CMS	Clearance Markdown in Stock (€)	0	0	0	0	0	0	0	0	0	0	0	0			
Index	Buying Margin (%)	41.8	42.1	41.7	41.8	42.1	41.7	41.8	42.0	41.6	41.8	42.1	41.8			
Units	Sales (Units)	21678	26945	30290	21678	26945	30290	21678	26251	29448	21678	27292	30711			
	Residual Stock (Units)	14349	9082	1037	14349	9082	1037	14349	9776	11573	14349	9735	10316			
	Weeks	7	7	7	7	7	7	7	7	7	7	7	7			
	Extra Buy (Units)	0	0	5000	0	0	5000	0	0	5000	0	0	5000			
Scenario	Most frequent profile (number)	1	2	1	1	2	1	1	2	1	1	2	1	Base Case	Base Case	Base Case
parameters	Most frequent profile (name)													Opt 3	Opt 3	Opt 3
	% of Skus applied to	100	100	75	100	100	75	75	75	0	0	75	0	0	0	0

Fig. 24

Fig. 25



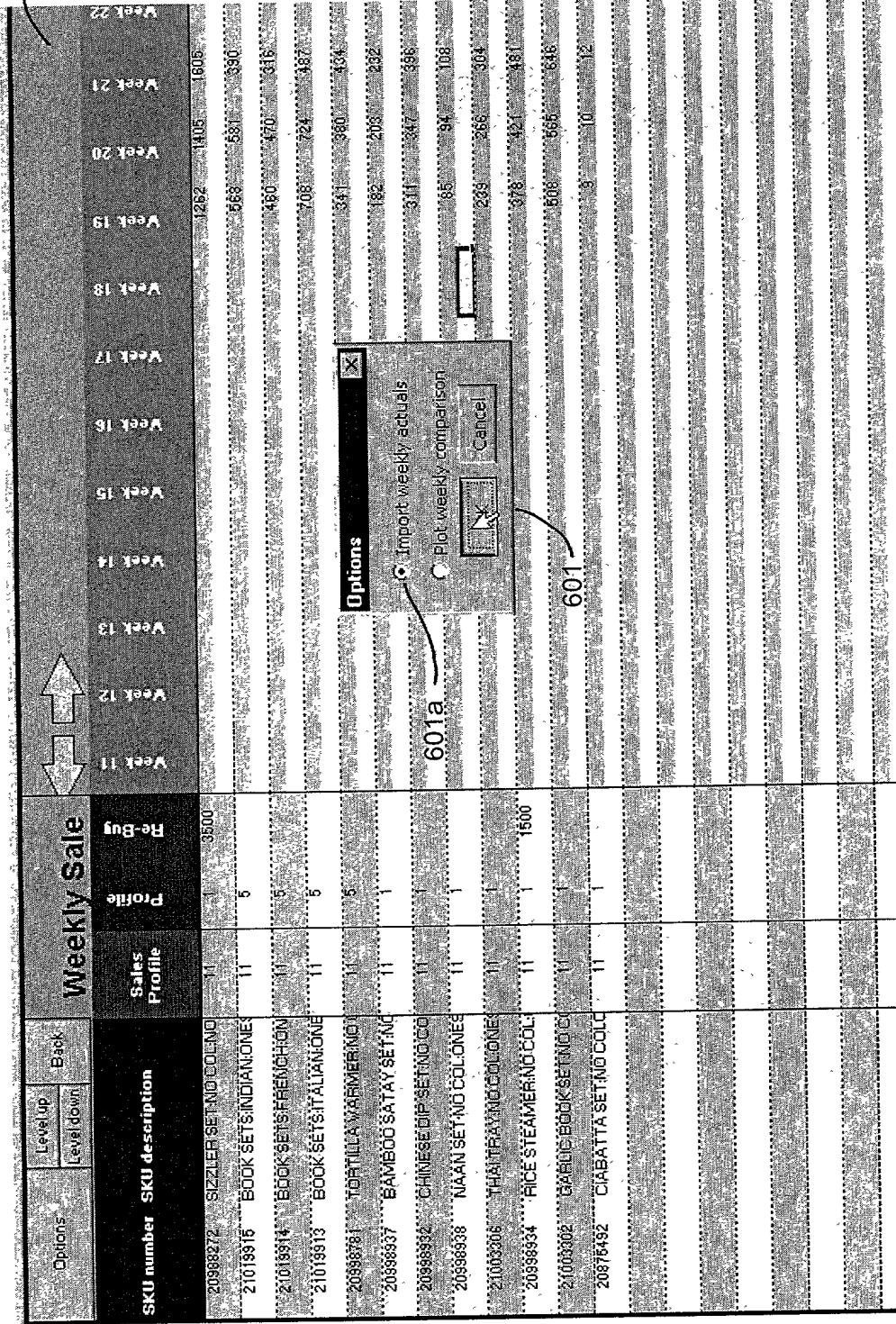


Fig. 26

Fig. 27

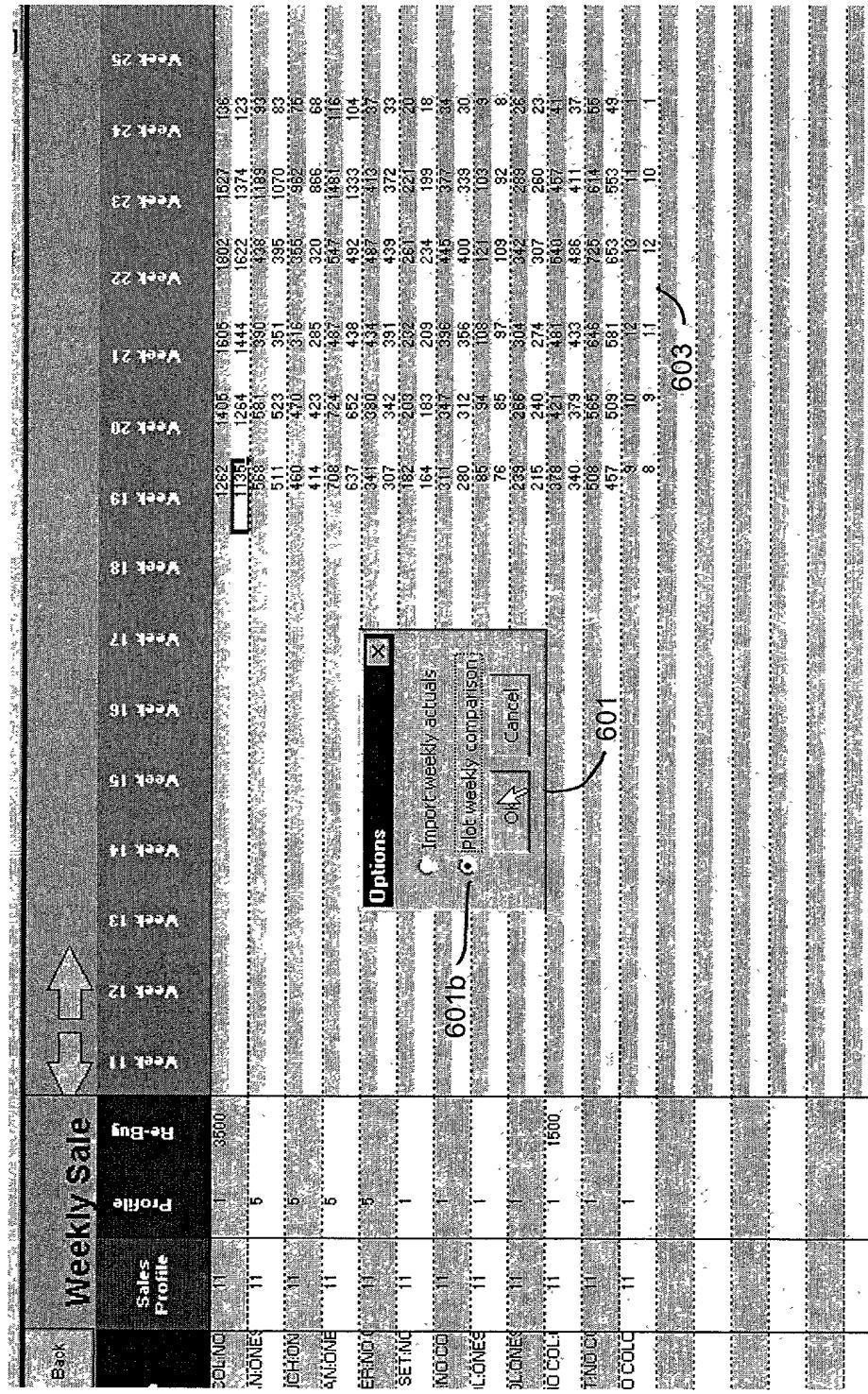
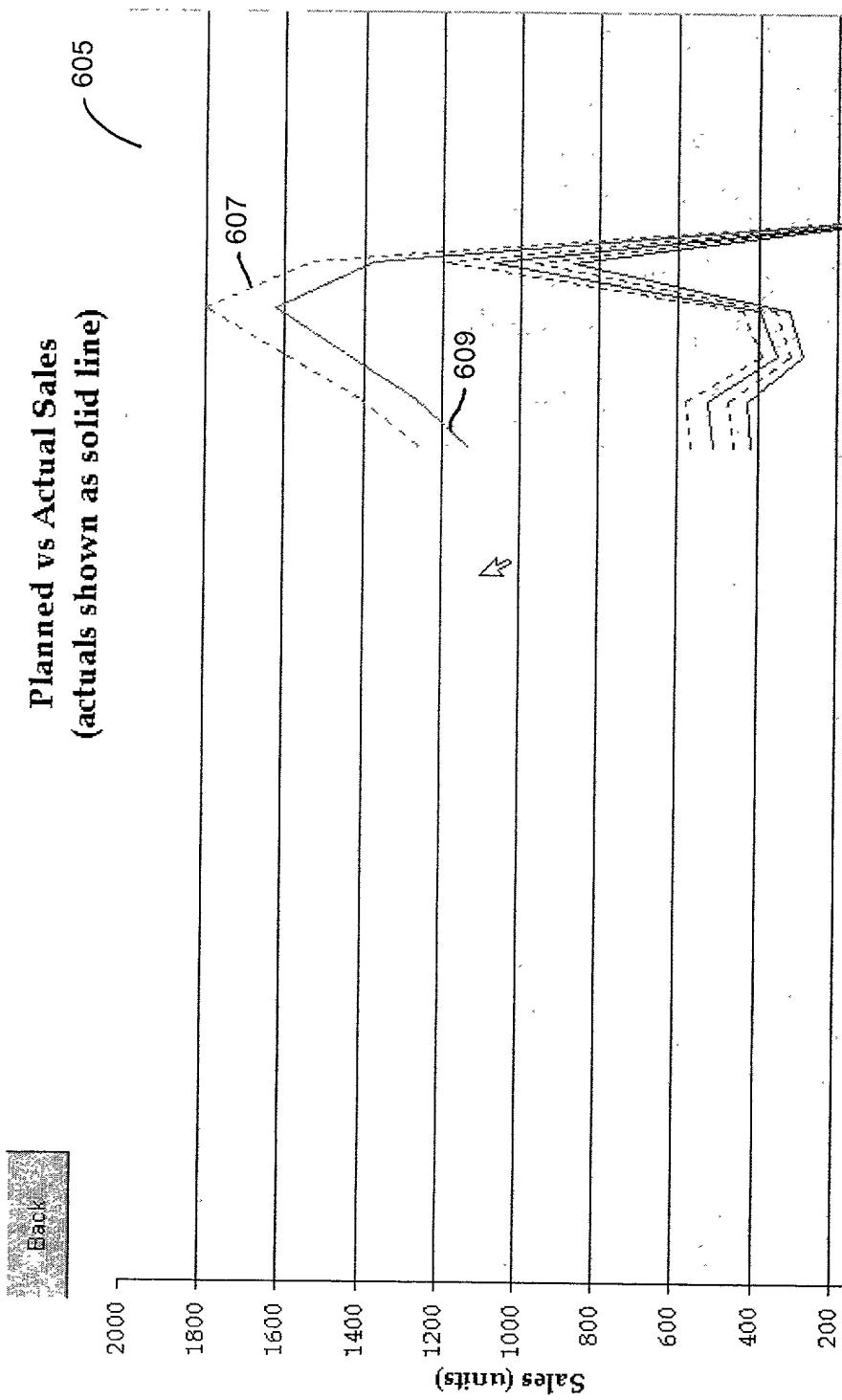


Fig. 28



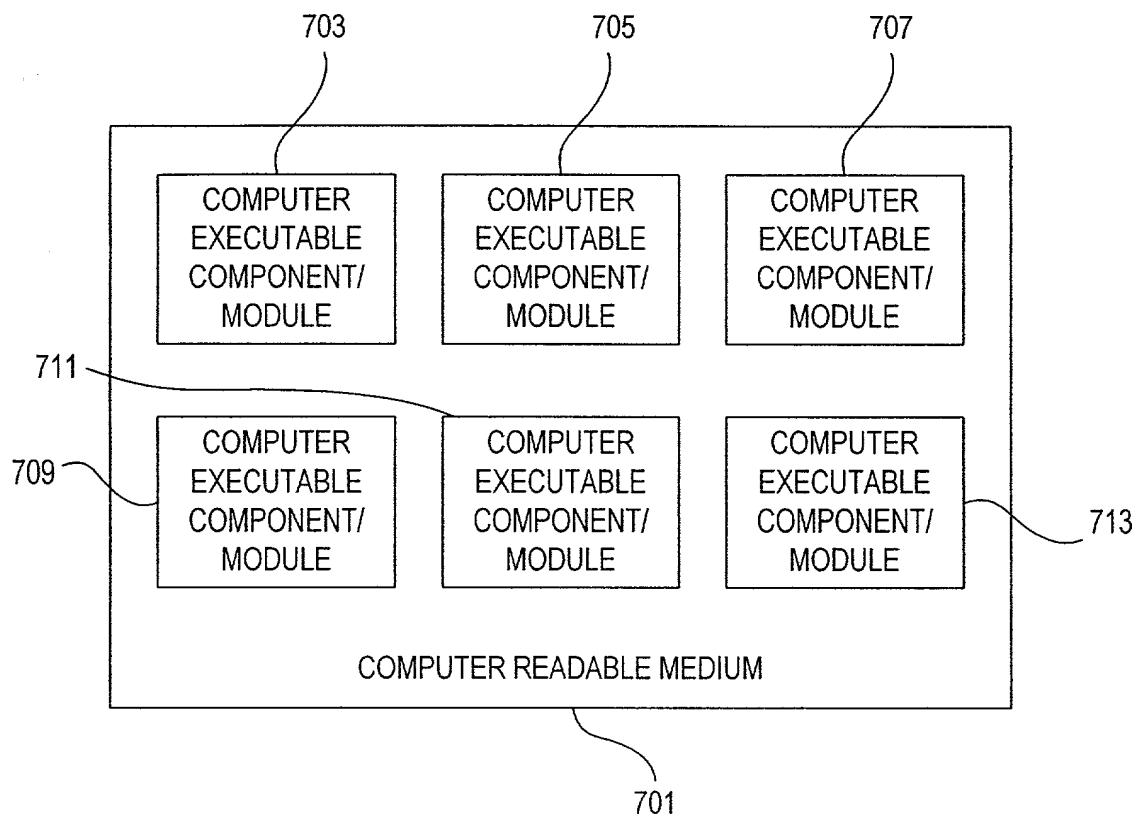


FIG. 29